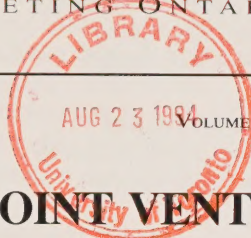


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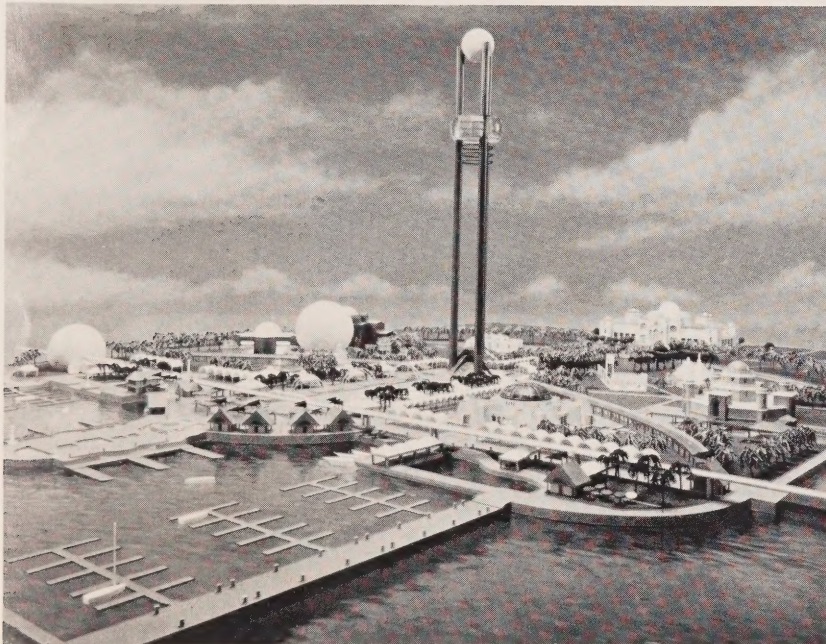
Vistas

MARKETING ONTARIO'S EXPERTISE ABROAD



VOLUME 2, NUMBER 2, 1992

ONTARIO JOINT VENTURE PRODUCES STRONG BID FOR MIDDLE EAST THEME PARK



The Ontario joint venture partners have assembled an impressive bid for the U.A.E.'s theme park. Above: a model of their proposal.

Two Ontario firms have joined forces to produce a first-class bid to build a theme park on an artificial island near Abu Dhabi, capital of the United Arab Emirates.

Cansult Group Ltd. of Markham and Forrec Ltd. of Toronto are on the short list for the massive Lulu Island project, which is also being sought by competitors from France, Germany, the United States and the United Kingdom.

Cansult's connection with the project goes back five years, when the consulting engineering firm was hired to build a stone breakwater and oversee dredging of 60 million cubic feet of earth to create the island. Cansult has had an office in Abu Dhabi for 25 years.

"We completed the island a year and a half ago," says Lorne Atkinson, senior vice president at Cansult. "They asked us to put together a list

of potential bidders."

Cansult's portion of the joint proposal includes engineering work on the roads, sewers and other infrastructures on the massive 425-hectare site. The company's extensive engineering consulting experience in the Middle East was a natural fit with the Toronto firm of Forrec, which began as a landscape architecture company.

"Today, we're not just designers," says Forrec chairman Steve Moorhead, "because we apply operating experience as well. But it's all come out of landscape architecture."

Forrec provides a complete roster of master planning, programming, financial, and management services to amusement and theme park owners. The company's impressive list of accomplishments includes Universal Studios in Florida, Canada's Wonderland, north of Toronto, and the West Edmonton Mall, and dates back to Expo '67 in Montreal.

"Our president, Jeff McNair, was head of marketing operations at Expo 86 in Vancouver," says Moorhead. "We also have experience in offshore locations. We've completed a couple of projects in the U.K. and another in Australia, and we have one coming up in Thailand."

The Cansult/Forrec bid was assisted with a \$40,000 marketing loan from OIC. After six months of preparation, the Canadian companies submitted their proposal in January, 1992.

"Something that was more important than the money was people like (OIC Middle East Area Director) Al Wahba," says Moorhead. "He knew the climate, the way they do things there."

With extensive experience in their respective fields, both Cansult and Forrec are confident of their joint proposal.

"We know our bid," says Moorhead. "Our proposal is strong, both visually and in its engineering. We're expecting a decision soon."

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CONSORTIUM OFFERS TURNKEY SOLUTION TO FOREIGN METAL FABRICATORS

"Turnkey" and "package deal" are becoming key components in more and more export deals, as foreign buyers interested in value-added goods and services demand neat and simple solutions.

Recognizing this trend, five specialized Ontario companies have formed a consortium to export complete manufacturing systems for sheet metal forming, stamping and assembly.

Cynergy Group International Inc. combines the separate strengths of Autodyne Inc. and C.P.P.T. (Pickering), Brown Bogg's Company Ltd. (Hamilton), Colt Automation Ltd. (Mississauga) and Proma (Scarborough). Cynergy consortium members provide customers with a complete package, including welding and metal forming machines, power and hydraulic presses, coil handling equipment, tools and dies, roll forming systems, and sheet metal fabrication.

"We bring together five complementary levels of expertise," says Cynergy president David Burton. "Working together, we can produce and assemble the system's components, push the button, and be there with the customer to watch the system in operation."

***"We bring
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Burton.***

The average North American home contains 150,000 stamped metal products, ranging from door hinges to appliance parts. As foreign economies industrialize and begin to produce these components at home, the sales potential for turnkey production systems such as Cynergy's is growing at a tremendous rate.

Supported by OIC, the consortium is actively pursuing those expanding export markets. Mexico, with a burgeoning auto parts manufacturing industry, is Cynergy's first target area. In January, Cynergy was a major exhibitor at the Canada/Mexico Expo 92 trade show in Monterrey. The consortium is currently in negotiations to provide parts makers with complete manufacturing systems and technical assistance.

"We are definitely focussed," says Burton. "Each company in the consortium has a role, and there is no competition within our group."

Burton is confident that the small consortium can deliver turnkey systems to export markets faster than German and Japanese competitors. "One of our great strengths is our ability to deliver the systems faster than the large conglomerates," he says.

DELCAN AWARDED MAJOR VENEZUELAN CONTRACT



David Duggan, president, Delcan International Corporation, Ed Philip, Minister of Industry, Trade and Technology, and Fred Sheehy, director, Caribbean and Latin America, Ontario International Corporation, celebrate Delcan obtaining a \$36 million environmental control project at Lake Maracaibo, Venezuela.

OIC was instrumental in bringing the project to the attention of Delcan, and assisted in obtaining financing through the Canadian International Development Agency and the Export Development Corporation. The project, the largest ever won by Delcan, is scheduled for completion in 1995.

GERMAN OFFICIALS GET FIRST HAND LOOK AT ONTARIO'S ENVIRONMENTAL EXPERTISE

Ontario's capabilities in all aspects of water and sewage treatment were put on display last month, as a delegation of officials from Germany completed a tour of southern Ontario facilities. Mayors from four cities in the former East Germany observed the province's state-of-the-art technology on the seven day mission, the culmination of an initiative by the Ontario International Corporation which began in June, 1991.

"We put together a consortium of Ontario companies last year to take a look at the opportunities in Germany," says Jim Wessinger, OIC's vice president of marketing. "We targeted eight sewage treatment authorities and, after a trip to Germany, the consortium began preparing turnkey proposals in the \$10 million range on four projects." The former East

Germany's water and sewage treatment infrastructure is in desperate need of modernization. Several plants have been closed for environmental reasons, and many of those remaining are ineffective.

"We have a deficit in sewage treatment capacity of 50 to 60 per cent in my region," said Eckhard Tulaszewski, Mayor of Bad Döben, a city of 50,000 near Leipzig. "There is a lot of planning going on in the new German states, and the regional government is telling us to find new partners."

Joining Mr. Tulaszewski on the Ontario tour were Wolfgang Hiensch, Mayor of Frohburg, Knut Kropfgans, Mayor of Treuen, and Klaus Heidrich, Mayor of Bad Schandau. Accompanied by members of the consortium and OIC staff, the group toured sewage and water treatment plants in Pickering, Halton Hills, Kitchener, Waterloo, and Burlington.

"Ontario has always required environmental controls, so our technology in this area is tops in the world," says Roland Nicholls, president of consortium member Milne & Nicholls. "It's something we take for granted, but a lot of their plants are closed down."

Consortium members include Vanbots Construction Corp., Bennett & Wright Ltd., Sutherland-Schultz Limited, Proctor & Redfern Engineering, and Delcan International Corporation. Each offers a particular area of expertise in designing, building, operating and maintaining sewage and water treatment plants.

"We have the leadership and the expertise in every area," says Wessinger. "We also used the tour to demonstrate some new process control software and treatment technology."

Along with the tours of treatment plants, the group met with several senior Ontario government officials. The verdict?

"From what I have seen and experienced, I am very impressed with the state of Canadian technology," said Bad Döben Mayor Eckhard Tulaszewski, as he left the Mannheim Water Treatment Plant near Kitchener.

"We will make a recommendation to the state government that this group be included as one of the five or six bidders on the short list for the project."



The delegation looks over process control software systems at Sutherland-Schultz in Kitchener.

ARMBRO TO BUILD PRAGUE AIR TERMINAL

A Canadian consortium has won a \$200 million contract to build the terminal complex at Prague's international airport. Led by Armbro Enterprises Inc., the consortium will finance, design, build, manage and co-own the new terminal, in cooperation with government of the Czech and Slovak Federated Republic.

The consortium, which participated in building Toronto's Terminal 3, includes management consultants KPMG Peat Marwick Stevenson & Kellogg, Scott Associates Architects, engineers Marshall Macklin Monaghan and fiscal agents Murray & Co.

"This award puts Canada at the forefront of a growing worldwide trend towards airport privatization," said Armbro director Michael Manley.

SILOTECH WINS DANISH CONTRACT

Silotech Consultants Ltd. has signed a \$2 million contract with the Danish International Development Agency (Danida) for work on a food grain storage rehabilitation project in Bangladesh.

The three year project includes the improvement of physical facilities, training of Bangladesh personnel in grain handling and storage techniques, project management and advice in the use of computer systems. Silotech will work with a Danish company on the project.

MOBILE AIR MONITORING SYSTEM OFFERS EXPORT POTENTIAL

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*For further information:
W. A. Rathbun,
V.P. Client Services,
Ontario International
Corporation.
Phone: (416) 314-8200
Fax: (416) 314-8222*

*Postal address:
56 Wellesley St. West
7th floor
Toronto, Ontario
Canada
M7A 2E4*

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ONTARIO
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Staff at the Ontario Ministry of the Environment's West Central Region in Hamilton have developed a sophisticated mobile air monitoring system that offers exciting export possibilities.

The system, which is contained in a van for quick response to the site of chemical spills and fires, allows MOE personnel to provide up-to-the-minute information to fire, police, and medical officials for evacuation and clean-up decisions.

"The system includes air-monitoring equipment, a mobile lab, on-board computer and communications equipment," says Hardy Wong, director of the Ministry of the Environment's West Central Region. "At the site of a fire or spill, the emergency response team can sample the air, access data on the particular chemical, and factor in the weather conditions. Then they can provide accurate information for determining things like evacuation areas, and deciding when it's safe for people to return to the area."

The heart of the system is a user-friendly computer program written by MOE staff. The minute the van is on its way to a spill or fire site, staff begin to enter data on factors like the type of chemical, weather conditions, and the size of the hole in the tank.

"There are three or four types of expertise in the program," says Denis Corr, West Central's

chief of air quality assessment. "It includes toxicology, an engineering module for things like gas pressures, and air modelling data, which helps predict how a particular substance will disperse. The program puts it all together in one package on a PC."

The mobile unit can access Environment Canada weather forecasts via modem, send video pictures of the site to decision-makers at head office, and receive air quality reports from permanent air monitoring stations.

"We can give people the information they need, when they need it," says Corr. "We've developed the system over the past eight years or so, without any special funding, so we didn't quite realize how good it was getting until recently. We spent six months at the Hagersville tire fire and the unit wound up acting as the communications centre there."

Colin Macfarlane, OIC's U.S. Area Director, is familiar with the system and confident of its export potential.

"They've got a complete system," says Macfarlane. "They've developed everything from the physical facilities design to training and maintenance manuals. I think it offers a tremendous opportunity to Ontario companies, and I'd like to see it produced and marketed."

Information:

Colin Macfarlane (416) 314-8200

OIC MARKETING TRIPS SCHEDULE

Ontario professionals and firms interested in international business can co-ordinate their marketing campaigns with market development trips by OIC Area Directors and/or discuss market conditions when the Area Directors return. OIC Area Directors can be reached at (416) 314-8200.

- Sandra Bruce, **Eastern Europe**, May 18-31, to five countries
- Robert Decent, **Western Europe**, June, Ireland and Germany
- Philip Wong, **Far East**, just completed a six week trip to Taiwan, Hong Kong, China and Korea
- Al Wahba, **Middle East/South Asia**, April 15-May 8, Saudi Arabia and United Arab Emirates
- Fred Sheehy, **Caribbean and Latin America**, April 27-May 14, to Trinidad and Venezuela
- Jim Thompson, **Southeast Asia**, just completed trip to Philippines, Singapore, Indonesia, Brunei
- Margaret Vokes, **Asia Pacific**, April 21-May 22, Hong Kong, Singapore, Thailand, Ceylon, India
- Colin Macfarlane, **United States**, as required